



**STIMULATE YOUR BUSINESS  
COUNTY PUBLIC WORKS  
WORKSHOPS**

# Agenda

- Welcome by Department of Public Works Administration
- Update on Federal Stimulus Funding
- Overview of Contracting Opportunities with the County of Los Angeles, Department of Public Works
- Office of Small Business/PTAC
- Tips for Successful Bids and Proposals
- Panel/Questions

# Federal Economic Stimulus



**American Recovery and  
Reinvestment Act of 2009**

# Overview

- Signed by President Obama February 17, 2009
- \$787 Billion Package
  - \$287 Billion to be devoted to tax cuts
  - \$330 Billion is in aid to States
  - \$170 Billion is allocated to federal social programs and federal spending programs
- Administered by State and Federal agencies
- Approx. \$32 Billion to CA (Direct Funding)
- Main Objective: Job Preservation/Creation
- Transportation Infrastructure also one of main goals

# Funding Distribution

Funds will be distributed generally in three ways:

1. Pass-through via state agencies either directly or through competitive grants

Example: Transportation funds in CA distributed by Caltrans

2. Federal agency formula program

Example: Community Development Block Grant Program

3. Federal agency competitive grant programs

Example: National Surface Transportation System competitive grant program

# CA Share of ARRA Funds

Health	\$9.04 B
Education	\$7.97 B
Labor and Work Force Development	\$6.0 B
<b>Transportation</b>	<b>\$3.63 B</b>
Social Services	\$3.52 B
General Purpose Fiscal Stabilization	\$1.10 B
Resources/ Environmental	\$0.60 B
Housing Programs	\$0.38 B
Criminal Justice	\$0.26 B
Other	\$0.03 B
<b>Total</b>	<b>\$32.53 B</b>

# Transportation

- \$46.7 Billion nationwide for a variety of transportation projects
  - **\$27.5 Billion (Highways and Roads)**
  - \$7.55 Billion (Transit)
  - \$8.0 Billion (High Speed Rail)
  - \$1.50 Billion (Supplementary Discretionary Grants)
  - \$1.30 Billion (Aviation Infrastructure)
  - \$0.85 Billion (Other Transit Grants)
- State of California Share
  - **\$2.57 Billion (Highways and Roads)**
  - \$1.06 Billion (Transit)
- \$315 Million – LA County Region's share for Highways & Roads
- \$45 Million – County's share for various transportation projects



# Asphalt Concrete Paving





# Other Programs

We may receive additional funding under discretionary programs:

- Airport Improvement Projects- **\$1.1 Billion** Competitive Grants
- Energy Efficiency and Conservation Block Grant - **\$400 Million** Competitive Grant Process
- Alternative Fueled Vehicles Pilot Program
- Diesel Emission Reduction Grants - **\$300 Million** Competitive Grant Process
- Army Corps of Engineers (Army Corps) - **\$2 Billion** towards Army Corps' Construction Program to fund environmental infrastructure projects
- EPA Clean Water State Fund – **\$4 Billion** Competitive Grant Process

# Airfield Rehabilitation Project



# Contract Opportunities

- Federal Stimulus Funding realized from all the programs will enhance the current available contracting opportunities.
- Projects that are part of the Stimulus Funding will be part of the regular contract process and will be advertised for eligible bidders.

# **Contract Opportunities**

## **Construction and Service Contracts**

# Capital Projects Facilities Overview

- Responsible for County capital projects
- Manage over 100 capital projects with an estimated value of approximately \$1.5 Billion.



# Capital Projects





# Capital Projects Facilities

- Beaches & Harbors
- Health Services
- Mental Health
- Parks & Recreation
- Public Libraries
- Courts
- Fire
- Probation
- Sheriff
- Computer Data Facilities



# Van Nuys Civic Child Development Center



# Job Order Contracting (JOC)

- JOC Contracts are for repair and rehabilitation of County facilities.
- Competitively bid, fixed-unit-price contract.
- Contractors can be awarded up to \$4.0 Million in cumulative Work Orders during a one-year contract term.

# Design-Build Services

- Primary Objective
  - Select a Design-Build firm that provides the best value through qualification-based best value selection (RFP).
  - Bring best available design and construction experience and expertise together to collaborate with County.
  - Design-Builder will be responsible for designing, building, and providing warranty maintenance.



# Current Design-Build Project

- Fire Stations 128 and 132
- Bob Hope Patriotic Hall
- Harbor-UCLA Medical Center
- Olive View Psychiatric Urgent Care Center
- El Cariso Gymnasium & Community Bldg
- Sybil Brand Institute
- Vasquez Rocks Nature Center

# Harbor UCLA Medical Center





# Upcoming Projects

To view available projects, visit:

<http://dpw.lacounty.gov/business>

# **Contracting Process for Construction Projects**

# Public Works Contract Opportunities

## TYPES OF PROJECTS:

- Airport Pavement Rehabilitation
- Bikeway Projects
- Bridge Reconstruction and Widening
- Bridge Seismic Retrofit Projects
- Flood Control Projects
- Median Landscape and Streetscape Projects
- Pavement Preservation
- Roadway Construction and Widening
- Roadway Replacement, Resurfacing and Rehabilitation
- Sewer Maintenance Projects
- Traffic Signal Upgrades
- Waterworks Projects

# Flood Project



# Contract Acquisition Process

- Advertise/Notice Inviting Bids
- Sealed Bids
- Award to lowest responsive and responsible bidder.
- Plan holders list

## Contract Documents

- Bid proposal
- Instructions to Bidders
- Standard Specifications for Public Works Construction, Greenbook
- Standard Plans for Public Works Construction
- Special Provisions and Plans

# Methods of Advertisements

- Local Papers
  - Los Angeles Times
  - Daily News
  - La Opinion (Spanish)
  - Antelope Valley Press
  - Los Angeles Sentinel
  - San Gabriel Valley Tribune
- Trade Publications
  - Greensheet
  - Bid America
  - Reed Construction Data
- Plan Rooms
  - Van Nuys Plan Room
  - Hi-Desert Plan Room
  - The Plan Room
  - Ventura County Plan Service
  - Construction Update
  - Contractors Info. Network
- Websites
  - [dpw.lacounty.gov](http://dpw.lacounty.gov)
  - LACO Bids
  - <http://dpw.lacounty.gov/business>





# Service Contracts

Professional/Consulting Services  
(State licensed engineering,  
consulting, etc.)

All Other Services

# Professional/Consulting Services

- Architectural/Engineering
- Structural
- Mechanical
- Environmental
- Geotechnical
- Materials Testing
- Construction Management
- Project Management
- Surveying
- Hazardous Materials
- Inspection
- Water Systems
- Traffic Signal Design
- Mapping
- Traffic Engineering
- Design Review
- Information Technology
  - Telemetry Systems
  - Geographical Information Systems
  - Pedestrian Routing Using GIS
  - Traffic Management Systems
  - Document Management and Information



# Engineers at Work



# Other Services

- Public Works administers over 280 other services ranging in annual contract amount of \$10,000 to as much as \$10 Million.
- Contracting Process utilizes Request for Proposal, Information for Bids, and Request for Statement of Qualifications.
- Check Public Works website for posting of all open solicitations at:

<http://dpw.lacounty.gov/business>

# Other Service Contracts

- Herbicide Application
- Hazardous Waste Removal
- Vehicle Repair
- Tree Trimming
- Environmental Drilling
- Janitorial
- Graffiti Removal
- Landscape
- Librarian
- Security Guard
- Shuttle Services
- Garbage/Franchise Hauling Service
- Aerial Photography
- Sewer System Repair
- Street Sweeping
- Used Motor Oil Public Education
- Alternative Technology Outreach
- Residential Recycling Public Education
- Countywide Smart Gardening
- Underground Storage Tank Designated Operator
- Waste Tire Recycling Program
- Maintenance of Bus Shelters
- Pump Pulling and Machine Repair
- Information Technology
  - Water billing system
  - Maintenance of Traffic Management System
  - As-Needed IT Personnel



# Contract Services



**Graffiti Removal**



**Tree Trimming**



# http://dpw.lacounty.gov/business

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## Doing Business

### Business Services Online

The Department of Public Works offers a variety of valuable services to your business through our website. Register your business, find bid information, invoice payment status, get permits, and much more. To get started, please visit Business Services Online.

More »

### Other Features

- Design Manuals
- Surplus Properties
- Bid Information
- Transportation Permits

### I want to...

- register my business
- bid for county projects
- check the payment status of submitted invoices
- find out how to reduce trash
- read the Countywide Construction Contracting Policy manual

### Resources

- Service Locator
- Directory of Services
- Press Room
- eNotify
- FAQ
- Forms
- Publications

### ENVIRONMENT

Expand All | Collapse All

- Clean Earth
- Hydrologic Data

### TRANSPORTATION

Expand All | Collapse All

- Roads
- Traffic

### CONSTRUCTION

Expand All | Collapse All

- Contract Opportunities
- Building and Safety

http://lacounty.gov/ Local intranet

start Email Inbox Sent Items Attachments Files Documents Pictures Music



# ***Los Angeles County Office of Small Business & Procurement Technical Assistance Center***



***“Connecting Small Business With Government Opportunities”***



***Debbie Cabreira Johnson,  
Program Director  
[www.laosb.org](http://www.laosb.org)  
323-881-3964***

**Mission:** To be the County's primary outreach, education and advocacy organization for small businesses

**Objective:**

*To provide businesses with the marketing know-how and technical tools needed to obtain and perform successfully on County, State and Federal government contracts.*

# How the County Purchases Goods & Services

## Purchasing V. Contracting

The Purchasing Agent acquires goods through the competitive bid process in two (2) basic methods:

1. Direct or “Spot” Purchases for goods or services over \$5,000.
2. Soliciting and establishing Agreements; for high volume, usage and/or routine requirements.

## **PURCHASING AGENT OR INTERNAL SERVICES DEPARTMENT (ISD)**

County departments acquire goods & services  
in four (4) primary methods

1. Delegated Authority; for low dollar purchases (typically under \$5,000) with three (3) quotes.
2. Requisition to the Purchasing Agent for a solicitation, spot purchase or to establish an agreement (over the department's delegated authority).

# Primary Purchasing Methods (Continued)

3. Agreement Purchases; for high volume, high usage or routine goods.
4. Department solicitation for services, and award recommendation to the Board of Supervisors for approval.

# Contracting

- Service Contracting
  - ✓ Services Contracts over \$100,000 are decentralized to County Departments.
  - ✓ Departments handle solicitations (IFB/RFP)
  - ✓ Master Agreements
  - ✓ Departments recommend contracts to the Board of Supervisors for approval.



[www.laosb.org](http://www.laosb.org)  
or through County Portal  
<http://doingbusiness.lacounty.gov/>



# VENDOR RELATION HELP DESK: (323) 267-2725

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**L.A. county**  
ONLINE

*To Enrich Lives Through Effective and Caring Service*

**Vendor  
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Enterprise Certification  
Information

**Purchasing and Contract  
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Open Solicitations

Master Agreements for  
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Contract Managers

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Suggestions**

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Requirements**

*Policies*

Purchasing

Contracting

*Standard Terms and Conditions*

Purchasing

Contracting

Jury Service Program

Local Small Business

Enterprise Preference Program

Prohibition of Retroactive

Purchase Orders and Contracts

Contractor Debarment

Contractor Non-Responsibility

County Insurance and

Indemnification

GAIN\GROW Program

Living Wage Program

County's Child Support

Compliance Program

Construction Contracting

Manual

Safely Surrendered Baby Law

**Office of Small Business**

**Disposal of County Surplus  
Property**

**Vendor Fairs and Workshops**

**Link to Other Government  
Resources**

Los Angeles County Board of  
Supervisors

County Services and

Departments

Federal

State

Other Local Government

Agencies



## Vendor Registration Information

Enter your primary address here. Later in the process, you will have the opportunity to indicate other addresses, if applicable. Fields with an **asterisk are required**.

**Vendor  
Info**

**Commodities**

**Optional  
Entries**

**Solicitation  
Address**

**Order  
Address**

**Payment  
Address**

**Local Small  
Business**

\* **Company Name :**  ?

\* **Address :**  ?

**Address :**  ?

\* **City :**  ?

\* **County Code :**  ?

\* **State :**  ?

\* **ZIP/Postal Code :**   ?

\* **Country :**  ?

\* **FEIN/SSAN :**

	* <b>First Name</b>	<b>MI.</b>	* <b>Last Name</b>	
* <b>Person to Contact :</b>	<input type="text" value="John"/>	<input type="text" value="T"/>	<input type="text" value="Doe"/>	?
* <b>Title :</b>	<input type="text" value="President"/>			?
* <b>Phone :</b>	<input type="text" value="562"/>	<input type="text" value="940"/>	<input type="text" value="3025"/>	?
				<b>Ext :</b> <input type="text"/> ?
<b>Toll Free :</b>	<input type="text"/>	<input type="text"/>	<input type="text"/>	?
<b>FAX :</b>	<input type="text" value="562"/>	<input type="text" value="940"/>	<input type="text" value="3165"/>	?
				<b>Ext :</b> <input type="text"/> ?
<b>E-Mail :</b>	<input type="text" value="john.doe@qualitycleaning.com"/>			?

**E-Mail Notification :** ☒

**Uncheck the box:** If you do not wish to receive Email notification of new Bids for commodities you have selected or notification about L.A. County Events.

**Please Verify All Information**



## Vendor Registration Information Continued

Please fill in the information below once the form finishes loading.

Fields with an \* are required.

Vendor  
Info

Commodities

Optional  
Entries

Solicitation  
Address

Order  
Address

Payment  
Address

Local Small  
Business

\* Cal. Tax Status: In State ?

\* Cal. Sales Tax Permit: 54555555 ?

\* Non-Profit: N ?

\* 1099 Required: Yes ? Are you doing business as a 1099 entity?

\* Nbr of Employees: 85 ?

\* Business Type: Wholesaler ?

\* Organization Type: Corporation ?

\* Independently Owned: Yes ?

Incorporation State: California ?

Incorp Date: 11 29 1989 ? Required if Incorporation State selected  
(mm-dd-yyyy)

\* Gross Revenue: 5,000,001 - 10,000,000 ?

Please Verify All Information is Correct Before Proceeding.

Press Continue to Submit entered Data.

Continue

## Commodities/Services Selection Process

**This Portion of the registration process lets you search for which commodities or services you can provide.**

**Use the delete key to clear an entry, not the spacebar.  
A space by itself in either field will return all commodities and services.**

<input type="text" value="cleaning"/>	<input checked="" type="radio"/> or	<input type="text"/>
	<input type="radio"/> not	
	<input type="radio"/> and	
<input type="button" value="Search"/>		

**If you are finished selecting your Commodities/Services,  
Select the 'Finish Registration' button to complete the Registration Process.**

**You can enter a full or partial word(s) to search our Commodities/Services Database. An example of some search methods are as follows:**

**To search for one Item - i.e. Film:**

**Type 'Film' in the first box.**

**Leave the 'or' Radio Button selected and leave the second box blank.**

**Search for items that contain both words - i.e. Film and Paper:**

**Type 'film' in the first box.**

**Click the 'and' radio button.**

**Type 'paper' in the second box.**



## Commodities/Services

If you check any boxes, click on the "Submit Selection" button below.

If these aren't what you expected, don't check any boxes and click on Try Another Search.

### 065 AUTOMOTIVE BODIES, ACCESSORIES, AND PARTS

- ☐ BODIES & EQUIPMENT-AUTOMOTIVE- SEWER/CATCH BASIN CLEANING

### 075 AUTOMOTIVE SHOP EQUIPMENT AND SUPPLIES

- ☐ BRUSHES & CLEANING COMPOUNDS-AUTOMOTIVE
- ☐ AUTOMOTIVE SHOP- STEAM, COLD AND HOT WATER PRESSURE AND JET TYPES, PORTABLE AND STATIONARY (ALSO SEE 075-49) CLEANING & WASHING EQUIPMENT- SPECIALTY PRODUCTS-AUTOMOTIVE SHOP: CARBURATOR CLEANING COMPOUND,
- ☐ RADIATOR FLUSH & STOP LEAK, TRANSMISSION SEALING COMPOUND, WATER PUMP LUBRICANT, WINDSHIELD WASHER SOLVENT, ETC.

### 165 CAFETERIA AND KITCHEN EQUIPMENT, COMMERCIAL

- ☐ FILTERS, GREASE CLEANING (FOR VENT HOODS)

### 175 CHEMICAL LABORATORY EQUIPMENT AND SUPPLIES

- ☒ CLEANING EQUIPMENT AND SUPPLIES, LABORATORY
- ☒ SOLVENT RECLAIMING UNIT, CLEANING

### 192 CLEANING COMPOSITIONS, DETERGENTS, SOLVENTS, AND STRIPPERS - PREPACKAGED

- ☒ AROMATIC HYDROCARBON MIXTURES (CLEANING SOLVENTS)
- ☐ HERBICIDES AND OTHER POISONS, CLEANING AGENTS (USED TO CLEAN SPRAY EQUIPMENT)
- ☐ CLEANING COMPOSITIONS-PACKING PLANT, SMOKEHOUSE, SLAUGHTER HOUSE
- ☒ DETERGENTS-SPRAY-(FOR HEAVY DUTY AND STEAM CLEANING)
- ☐ COMPOUNDS-STEAM CLEANING

### 245 DAIRY EQUIPMENT AND SUPPLIES

- ☐ CLEANING MATERIALS (FOR DAIRY EQUIPMENT): CHLORINE SANITIZERS, MILKSTONE REMOVER, ETC.

### 260 DENTAL EQUIPMENT AND SUPPLIES

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ONLINE*To Enrich Lives Through Effective and Caring Service***About Purchasing & Contracting****Definitions****What Does The County Buy?****Vendor Registration Information**[Self Registration](#)[Community Business](#)[Enterprise Certification](#)[Information](#)**Purchasing and Contract Opportunities**[Open Solicitations](#)[Master Agreements for Services](#)**Awarded Bids & Contracts****Department Contacts**[Procurement Offices](#)[Contract Managers](#)**Questions/Comments/Suggestions****County Business Requirements***Policies*[Purchasing](#)[Contracting](#)*Standard Terms and Conditions*[Purchasing](#)[Contracting](#)[Jury Service Program](#)[Local Small Business](#)[Enterprise Preference Program](#)[Prohibition of Retroactive](#)[Purchase Orders and Contracts](#)[Contractor Debarment](#)[Contractor Non-Responsibility](#)[County Insurance and](#)[Indemnification](#)[GAINGROW Program](#)[Living Wage Program](#)[County's Child Support](#)[Compliance Program](#)[Construction Contracting](#)[Manual](#)[Safely Surrendered Baby Law](#)**Office of Small Business****Disposal of County Surplus Property****Vendor Fairs and Workshops****Link to Other Government Resources**[Los Angeles County Board of Supervisors](#)[County Services and](#)[Departments](#)[Federal](#)[State](#)[Other Local Government](#)[Agencies](#)**BIDs  
RFPs**





## L.A. county ONLINE

*To Enrich Lives Through Effective and Caring Service*

### Search By ...

**Commodity /  
Services**

**Bid Title,  
Number,  
Description**

**List by  
Department**

### Open Bids and Solicitations

Los Angeles County is pleased to supply this listing of open bids. Open Bids can be searched by Commodity Description, County Department, Bid title and number. Open Bids will remain on this section of the web site until the closing date for the bid expires. Closed bids and awards can be viewed from the Search Bids/Awards section of this web site.

#### ***Please note:***

Vendors are required to register with the County of Los Angeles prior to responding to and submitting a solicitation to any Los Angeles County Department or Agency. Vendors can register online on the Los Angeles County Vendor Registration website at: **LA County Vendor Registration**.

The files to download can range in size from as small as 125k to as large as 3M, and are in an Adobe Acrobat PDF, MS Word, or WinZip compressed format. To view PDF documents the Adobe Acrobat Reader will need to be installed on your workstation. The Adobe Acrobat Reader is available **FREE** to download from **Adobe**.

Although the information on this web site is in a standard format, content may vary due to the specifications of each bid and the accuracy with which the information was entered by each County Department.

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→

http://camisvr.co.la.ca.us/lacobids/BidCommodity/CommBidFrm.asp

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Search Bids by Commodity and Service

A B C D E F

G H I J K L

M N O P Q R

S T U V W X

Y Z All

Search in Description text

Submit

Comm #	Description
<a href="#">95215</a>	CASE MANAGEMENT SERVICES
<a href="#">47518</a>	CATHETERS, SPECIALIZED (AND GUIDE WIRES)
<a href="#">80543</a>	CLIMBING AND REPELLING EQUIPMENT
<a href="#">63012</a>	COATINGS, PROTECTIVE, ASPHALT BASED (ALSO SEE CLASS 770-26)
<a href="#">91223</a>	CONSTRUCTION SERVICE, GENERAL (DIGGING, DITCHING, ROAD GRADING, ROCK STABILIZATION, ETC.)
<a href="#">91327</a>	CONSTRUCTION SERVICES, HIGHWAY AND ROAD
<a href="#">91817</a>	CONSULTING SERVICES - AVIATION
<a href="#">91829</a>	CONSULTING SERVICES - COMPUTER SOFTWARE
<a href="#">91838</a>	CONSULTING SERVICES-EDUCATION & TRAINING
<a href="#">91846</a>	CONSULTING SERVICES-FEASIBILITY STUDIES

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Commodity and  
ServiceA B C D E F  
G H I J K L  
M N O P Q R  
S T U V W X  
Y Z AllSearch in  
Description text  
Submit

Comm #	Description
91327	CONSTRUCTION SERVICES, HIGHWAY AND ROAD

Bid #	Title	Type	Department	Closing Date
<a href="#">FMD0003109</a>	CATCH BASIN CLEANOUT 2009, BALLONA CREEK WATERSHED	Construction	Public Works	5/5/2009 11:00 AM
<a href="#">FCC0001093</a>	CORRUGATED METAL PIPE LINING, CONSOLIDATED DRAIN-R	Construction	Public Works	5/5/2009 11:00 AM
<a href="#">RDC0015151</a>	NEWELL ROAD AT CORRAL CANYON ROAD AND FAIRSIDE ROA	Construction	Public Works	4/28/2009 11:00 AM
<a href="#">FCC0000990</a>	PROJECT NO. 3872 VENICE-MARINA DEL REY LOW FLOW DI	Construction	Public Works	4/28/2009 11:00 AM
<a href="#">FCC0001075</a>	SAN GABRIEL RIVER COASTAL BASIN SPREADING GROUNDS	Construction	Public Works	5/5/2009 11:00 AM
<a href="#">FMD0001052</a>	SANTA CLARA RIVER WATERSHED, ET AL.	Construction	Public Works	4/28/2009 11:00 AM
<a href="#">RDC0013880</a>	SUNSHINE AVENUE	Construction	Public Works	5/19/2009 11:00 AM

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http://camisvr.co.la.ca.us/lacobids/BidCommodity/CommBidFrm.asp

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Bid Detail Information

Search Bids by Commodity and Service

A B C D E F

G H I J K L

M N O P Q R

S T U V W X

Y Z All

Search in Description text

Submit

Bid Number : FMD0003109

Bid Title : CATCH BASIN CLEANOUT 2009, BALLONA CREEK WATERSHED

Bid Type : Construction

Department : Public Works

Commodity : CONSTRUCTION SERVICES, HIGHWAY AND ROAD

Open Date : 4/7/2009

Closing Date : 5/5/2009 11:00 AM

Bid Amount : N/A

Bid Download : Not Available

Bid Description : Catch Basin Cleanout 2009, Ballona Creek Watershed, Project ID No. FMD0003109, Cleaning of approximately 8,700 catch basins at various locations throughout the county, Estimated Price \$95,000 – 115,000, Bid Package Price \$14 if picked up and \$17 if mailed. All Public Works bids must be submitted on proposal forms included in the bidder's package of plans and specifications which may be purchased at the Cashier's Office, Mezzanine level (between the lobby and second floor), 900 South Fremont Avenue, Alhambra, CA 91803-1331, on Mondays through Thursdays, between 7 a.m. and 5:30 p.m. Bid must be submitted at the Cashier's Office before 11 a.m. on the closing date. For further information, call (626) 458-6959.

Contact Name : Roger Kohlenberger

Contact Phone# : (626) 458-4964

Contact Email : [rkohlenb@dpw.lacounty.gov](mailto:rkohlenb@dpw.lacounty.gov)

Last Changed On : 4/20/2009 9:27:55 AM

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# **Outreach, Education and Assistance for Small Business**

## **LOCAL SMALL BUSINESS ENTERPRISE (LSBE) CERTIFICATION PROGRAM**

**[www.laosb.org](http://www.laosb.org)**

- ✓ 5% bid preference on County and certain federally funded purchases
- ✓ 15-day prompt payment on undisputed invoices
- ✓ Single point of contact to assist with payment issues
- ✓ Listing in the County SBE directory

# Outreach, Education and Assistance for Small Business

## FEDERAL BUSINESS OPPORTUNITIES

[www.laosb.org](http://www.laosb.org)

- ✓ Government Registration [www.ccr.gov](http://www.ccr.gov)
- ✓ Federal Contracts Over \$25k
  - ✓ [www.fbo.gov](http://www.fbo.gov)
- ✓ General Services Administration (GSA)
  - ✓ GSA Schedules at [www.gsa.gov](http://www.gsa.gov)
- ✓ DoD
  - ✓ [www.defenselink.mil](http://www.defenselink.mil)
  - ✓ [www.email.dla.mil](http://www.email.dla.mil)



# **Training Courses and Vendor Events**

*get connected to government opportunities!*

**www.laosb.org**

## **LOS ANGELES COUNTY OFFICE OF SMALL BUSINESS PROCUREMENT TECHNICAL ASSISTANCE CENTER**



This site is your link to obtain information on technical assistance within public agencies in Los Angeles County, State of California, and Federal government. It also serves as a regional resource of business opportunities and an information clearinghouse for businesses on the Internet.

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### **Events and Training Courses Calendar**

[ADA Request](#) |

DATE	TIME	COURSE/EVENT	FLYER	LOCATION	RSVP
05/07/09	8:00 AM to 11:00 AM	How to Obtain a GSA Schedules Contract - This free workshop is designed to encourage and support small businesses interested in obtaining a GSA Schedules contract.	N/A	Long Beach Federal Building, Rm 3470, 501 West Ocean Boulevard, Long Beach, CA 90802	<a href="#">Click here</a> to register at the GSA website.  (GSA sponsored workshop)
05/12/09	7:30 AM to 2:00 PM	"Making the Connection with the San Diego Small Business Community"	<a href="#">Click here</a> for flyer.	Handerley Hotel Mission Valley, 950 Hotel Circle North, San Diego 92108	For registration information email:  <a href="mailto:pearl.andrews@l-3com.com">pearl.andrews@l-3com.com</a> or <a href="mailto:phollenb@san.rr.com">phollenb@san.rr.com</a>  (San Diego Supplier Development Council sponsored event. )



# Tips for Successful Bids and Proposals

- Attend the pre-proposal or pre-bid meeting
- Network and ask questions
- Obtain the plan holders list
- Review the RFP or the Bid Documents
- Call us if you have any questions



# Suggestions for Proposals

- Presentation Matters - Provide a professional/quality proposal adhering to required format.
- Attention to Detail is Crucial - Correctly complete all the required forms.
- Match your proposed staff with the preferred qualifications and experience in the Request for Proposals.
- Provide a work plan that is detailed and clearly identifies the activities necessary to provide the services.
- Do not simply repeat the scope of work in your proposal. Propose a staffing and resources plan that indicates that you have a good understanding what is required to provide the services.



# Suggestion/Requirements for Construction Projects

- Review Bid Documents (Plans & Specs)
  - Review the Scope of Work & License(s) Requirements
  - Review the Bonding & Insurance Requirements
- Responsive Bid
  - Complies with all requirements in the Invitation for Bids
  - Valid Bid Bond from California Admitted Surety
- Responsible Bidder
  - Has the ability and resources to perform the work
  - Complies with the bonding & insurance requirements
- Award of Contract
  - Including SBE Preference lowest responsive and responsible bidders.
  - Complies with the bonding & insurance requirements



# Opportunities for Subcontractors

- Subcontractors
  - Sitework
  - Masonry Construction
  - Framing and Fabrication
  - HVAC
  - Fire Protection
  - Electrical
  - Plumbing Systems
  - Mechanical Systems
  - Concrete Construction
  - Landscaping
  - Painting
- Suppliers/Vendors
  - Temporary Office Facilities
  - Furnishings
  - Office Supplies
  - Computers
  - Low Voltage: Alarms Data/Tele-Comm.
  - Materials
  - Specialty Equipment



# Opportunities for Suppliers & Vendors

- Steel Decking
- Wood Products
- Building Insulation
- Roofing Material
- Flashing/Sheet Metal
- Sealants and Caulking
- Doors, Frames & Hardware
- Glass and Glazing
- Lath and Plaster
- Flooring, Carpeting, Tile
- Signage, Identification
- Bathroom Room Accessories
- Electric Gate Operators
- Food Service Equipment
- Window Coverings
- Heating, Ventilating and Air Conditioning
- Plumbing Equipment
- Emergency Power System



# Panel/Questions





- Thank you for attending.
- Please pick up handouts in the back of the room.